

HD 430—HOUSING DEVELOPMENT FINANCE: (July 16-20, 2007)

Problem Solving and Deal Structuring

The final course in the HDFP Certification Program™, *HD 430* blends the financial analysis techniques learned in the previous courses with the problem solving and negotiating skills that housing development practitioners utilize to close complex projects. This five-day course challenges participants to analyze and structure financing packages for housing deals that are complicated by a variety of factors, both financial and non-financial in nature. Participants become skilled at the methods used to structure financing that most effectively leverages public dollars. Specific topics include:

Deal Structuring

- creative gap filling techniques
- problem solving
- devising a negotiation strategy
- mixed-use deals
- Low-Income Housing Tax Credit deals
- asset management
- lease purchase housing projects

Fees and Reserves

- hidden costs
- acquisition
- developer's compensation
- investors
- permanent lenders

Government Regulatory Requirements

- zoning
- HUD Davis Bacon
- environmental issues

Note: Participants must bring a laptop computer equipped with Microsoft Excel version 5.0 or higher

Prerequisites: *HD 410, HD 420, HD 422*